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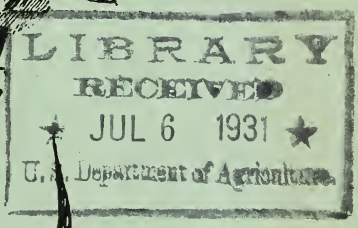
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RECORDED



Special offers
of gladioli



Elmwood Terrace

**GLADIOLI LOVERS
WILL WELCOME
THESE OFFERS**

20 DAYS ONLY These Prices Supercede Our Catalog

You will find on the inside page an explanation of our necessity for immediate distribution of unexpectedly large quantities of stock

	Each	Doz.
Ashtabula, delicate pink,.....	\$.20	\$2.00
Albania, wonderful white,.....	.45	4.50
Bertrex, splendid white,.....	.10	1.00
B. Hulot, dark blue,.....	.07	.75
Best Violet, violet,.....	.09	.80
Blue Jay, light blue, blotched throat, .15	1.50	
Chicago White, very early white, .05	.45	
Crimson Glow, glowing crimson, .20	2.00	
Conspicuous, light blue,.....	.10	1.00
Candidum, white, lily form,.....	.05	.45
Crescent Queen, ruffled wine red, .20	2.00	
C. M. Kelway, pink-yellow throat, .08	.75	
Charlemagne, sunrise red,.....	.20	2.00
Dominion or Red Emperor } pure deep scarlet. .15	1.50	
Daisy Rand, rose pink, yellow throat, .20	2.00	
Defiance, bluish white, extra,.....	.25	2.50
E. J. Shaylor, pure rose pink,.....	.40	4.00
Early Snowflake, white,.....	.25	2.50
E. Kirtland, pink, scarlet blotches, .10	1.00	
Faust, deep crimson,.....	.06	.60
Flora, pure deep yellow,.....	.20	2.00
Golden King, bright yellow, crimson blotches,.....	.06	.60
Gretchen Zang, salmon pink,.....	.07	.70
Halley, brilliant salmon pink,.....	.04	.40
Herada, pure glistening mauve, .10	1.00	
Ida Van, deep salmon red,.....	.04	.40
Joe Coleman, ruffled red,.....	.15	1.50
Kunderdii Glory, ruffled cream, .08	.75	
Le Marshall Foch, large delicate pink,.....	.15	1.50
L'Immaculee, pure white,.....	.10	1.00
Lily White, pure early white,.....	.15	1.50
Louise, magnificent new lavender, .35	3.50	
Lancashire, creamy pink,.....	.05	.50
Mary Pickford, pure white,.....	.25	2.50
Marshal Foch, wonderful ruffled salmon pink,.....	.45	4.50
Mrs. Watt, American beauty,.....	.06	.60
Myrtle, delicate pure pink,.....	.10	1.00
Mrs. G. W. Moulton, dark American beauty,.....	.12	1.20

	Each	Doz.
Miss Helen Franklin, ruffled white, lilac throat,.....	\$.15	\$1.50
Marie Fennell, deep lilac, primrose yellow throat,.....	.10	1.00
Mrs. Dr. Norton, pink and white, yellow throat,.....	.30	3.00
Mrs. F. Pendleton, flesh rose pink, large velvet carmine blotches, .08	.75	
Mrs. W. E. Fryer, ruffled orange scarlet,.....	.07	.70
Mr. Mark, fine light blue,.....	.12	1.20
Nora, delicate blue,.....	.12	1.20
Pink Perfection, wonderful pure pink,.....	.10	1.00
Prince of Wales, bright golden salmon,.....	.08	.75
Pearl, early light pink,.....	.10	1.00
Pink Wonder, enormous, delicate pink,.....	.85	8.50
Panama, fine light rose pink,.....	.07	.75
Rosella, rose-mauve-purple shadings,.....	.08	.80
Roem Van Kennermerland, rose with yellow blotch,.....	.10	1.00
Rose Bud, light rose pink,.....	.15	1.50
Romance, very fine fancy show flower,.....	.50	5.00
Rose Glory, ruffled pure rose,.....	.40	4.00
Scarlet Princeps, large and brilliant, .20	2.00	
Summer Beauty, very fine pink, .10	1.00	

Those desiring to obtain any of the varieties listed, in larger quantities or the same varieties in planting stock, and bulblets are requested to advise me of their special requirements.

Right prices consistent with the superior quality of stock proposed to be furnished, will be quoted.

	Each	Doz.
Schwaben, one of the best yellows,.....	\$.06	\$.60
Sentinel, rose pink,.....	.10	1.00
Scarlano, ruffled scarlet,.....	.35	3.50
Velvet King, pure rich red,.....	.05	.50
Violet Glory, ruffled violet,.....	.40	4.00
Violet Beauty, ruffled cerise violet, .15	1.50	
White Wonder, enormous, white, .85	8.50	
White Glory, ruffled white,.....	.20	2.00
White Giant, looks like a large white lily,.....	.20	2.00
White King, ruffled white with throat marks,.....	.10	1.00
Willy Wigman, blushed white, carmine throat,.....	.06	.60
Wilbrink, delicate creamy pink, .06	.60	
Yellow Hammer, soft pure yellow, .06	.60	
Youell's Favorite, ruffled lavender pink,.....	.15	1.50
Kunderd's Ideal Mixture,.....	.65	
My fine Mixture, all named varieties,.....	.65	

PRIMULINUS HYBRIDS

Altair, tall salmon saffron,.....	\$.15	\$1.50
Alice Tiplady, orange saffron, .15	1.50	
Albion, salmon, rose pink,.....	.15	1.50
Argo, salmon pink,.....	.15	1.50
Butterfly, ruffled salmon, yellow, .15	1.50	
Capella, bright fiery orange red, .20	2.00	
Dexter, purest blush rose—pink, .20	2.00	
Linton, salmon rose, ruffled,.....	.25	2.50
Myra, deep salmon on yellow ground,.....	.25	2.50
Summer Beauty, salmon with salmon yellow throat, extra, .20	2.00	
Seneca, faintest wine pink on delicate yellow ground,.....	.20	2.00
Techla, very tall pale yellow, .15	1.50	
Topaz, finest salmon pink and buff, grand,.....	.15	1.50
Tupelo, fine canary yellow, .15	1.50	
One each all Prims named above for,.....	\$2.00	

MAKE YOUR OWN GROUPINGS at the FOLLOWING TERMS

Anyone ordering bulbs at the single rate, to the amount of \$2 to \$5, may select additional bulbs (Free) to the amount of 10% of the sum of their order. On orders of \$5 or more, this additional selection may amount to 15% of the sum.

Elmwood Terrace Gardens



Elmwood Terrace Gladioli once sold are sold forever. Our customers remain our loyal friends.

You will find this a most unusual opportunity if you are ready to place your orders.
M.B.H.

Bennington **ELMWOOD TERRACE** Vermont

TO MY OLD FRIENDS — AND TO THE NEW FRIENDS I SHALL MAKE THIS YEAR:

- ¶ We had an amazing growing season in 1922. Our perfect cultural methods and ideal weather conditions, combined with steadily improving quality from superior soil and climatic advantages endowed us with a harvested crop far in excess of our expectations.
- ¶ Tremendously flattering offers have come to us from wholesalers, brokers and commercial growers, and we are intensely proud of the reputation this implies. We want these people to understand that we are grateful for the compliment they have thus extended.
- ¶ But we are determined that our stock shall not lose its individuality. We cannot reconcile ourselves to the idea of public merchandising of our superior bulbs mixed in with the products of other growers.
- ¶ There are three years of champions, trophy winners at the foremost shows; there are hundreds of enthusiastic letters praising the outstanding superiority and consequent economy in the purchase of Elmwood Terrace bulbs; there are expert verdicts to justify our claims for the supreme excellence of our soil and climate; there are years of exacting care which kept these cherished specimens of hand-cultivated and hand-selected stock 100 per cent true to name — all supporting our sentiment for their reproduction only as Elmwood Terrace strains.
- ¶ I am not yet a commercial hybridizer. I have selected the choicest varieties as they have been created by the world's leading growers, the varieties unanimously approved by connoisseurs, and have improved them, strengthened them, made of them the patriotic exhibits which, for example, achieved the unprecedented triumph of the Kunderd Gold Medal, and, at the American Gladiolus Society Show at St. Thomas, the Burpee Silver Cup for the finest of all varieties (Marshal Foch), and 16 other first awards. In that A.G.S. competition, every one of our entries was a prize winner!
- ¶ Even as Florida, New Jersey and Long Island growers of potatoes — I do not like the comparison, but it is wholly applicable! — eagerly buy Vermont seed stock for most profitable results, so must gladioli growers everywhere, Canada, Florida, California or the Central West, pay tribute to the marvelous propensities of our soil and climate for the production of stronger, healthier, better-germinating bulbs, reflecting themselves in prize blooms of superb beauty, strength, size and quality.
- ¶ We have made such low quotations on these special offerings, the cream of exhibition varieties and commercial favorites, that we are confident all our old friends will eagerly seize the opportunity to purchase as much as they can afford — and that our prospective friends will try at least a sample order. The chief purpose of this folder is to so increase our circle of Elmwood Terrace Gladioli enthusiasts that the future harvests from our gardens, no matter how large they may be, may enjoy an unlimited market among those who will accord them the credit and care and appreciation they so justly deserve.

Sincerely yours,
Margaret Breard Hawks

Selected Groups at Special Prices

GROUPS OF MEDAL AND 1ST PRIZE WINNERS

- (1) 1 each Gold, Carmen Sylva, Mrs. F. C. Peters, Rose Ash, Peach Rose, Purple Glory.....\$5.50
- (2) 1 each Golden Measure, A. B. Kunderd White Wonder, Pink Wonder, Kunderd's Marshal Foch.....\$3.50
- (3) 2 each E. J. Shaylor, B. L. Smith, Rose Glory, Elkhart, Marshal Foch, Mrs. Dr. Norton, Scarlano.....\$2.50
- (4) 2 each Crimson Glow, Mrs. Dr. Norton, Pink Perfection, Baron Hulot, Flora, Le Marechal Foch, Louise.....\$2.50
- (5) Kunderd's beautiful Marshal Foch, winner of the Burpee Silver Trophy at the National Show as the finest variety, 50c each; 3 for \$1.25; 6 for \$2.25; 12 for \$4.25.

SPECIAL GROUPS OF HARMONIZING COLORS

- 7 Extra fine yellows.....\$1.00
- 7 Very finest light blue.....1.25
- 7 Magnificent pink. var.....1.00
- 8 Gorgeous reds.....1.00
- 7 Exquisite whites.....1.00
- 5 Best purples and mauves.....1.00
- 10 Orchid flowering, beautiful throat blotches.....1.50
- 10 Grand salmon, orange and gold primis.....1.50
- Mixture including above varieties and many others, 50 bulbs, \$3.00; 100 bulbs, \$5.00.
- Those purchasing the full collection of eight color groups will be given as extras one Kunderd's famous Mrs. Dr. Norton and one Marshal Foch, winner of the Burpee Trophy cup at the National Show.

MARGARET BREARD HAWKS
ELMWOOD TERRACE
BENNINGTON, VERMONT

I think my Gladioli Bulbs are the best in the World

OUR consistent winnings at the big shows, the enthusiastic praise by experts, for our soil and climatic advantages, and the most exacting requirements of our cultural and filing methods have all had their share in building confidence in my gladiolus bulbs.

And, following, are a few of hundreds of other reasons why I know you will be better pleased with

Elmwood Terrace Gladioli

"I've gone clean daft over gladioli, and particularly so since receiving the wonderful box you sent me I am enclosing my personal check to you in preference to the many other firms who have been very liberal with me."

A. W. P. grower.

"Your assortment contained some of the choicest colorings I have ever known. The results to us were astounding."

A. J. P. New York grower.

"Just a note to say that the gladioli are fine. One of my bulbs of Purple Glory had three stalks on it!"

From F. W. S. New York landscape architect.

"Isn't it possible to reserve for me 200 to 250 of an assortment such as I had this year? I have not in exhibition or elsewhere, seen anything to equal these flowers."

From H. G. H., a New York manufacturer and gladiolus grower.

"Your blooms attracted a great deal of attention and other folks liked them so well that I have sold about all the large bulbs I have. Quote me on your highest priced ones per each, and the others in lots of 100 to 1,000. I am pleased to note that you captured Kunderd's Gold Medal."

M. G. E. Oregon grower.

"The blossoms were the largest and best I have seen this year. I will be in the market for a few thousand planting size bulbs this year and will give you the preference."

R. L. W. Connecticut grower.

"I have had splendid success with your gladiolus bulbs. They are the best that I received from anyone."

A. A. H. Massachusetts.

"You must always hold your customers once they find you."

S. A. H. Virginia.

"We have had lower prices quoted us on these varieties, but considering the quality of the bulbs you sent me before, I have decided to give you the order."

T. H. L. Massachusetts grower.

The Secretary of a horticultural society, after growing Elmwood Terrace Gladioli beside those of other leading growers, writes: "Your selection has been exceptionally fine in our gladiolus bed. I am sending you a later view than the one handed you by Mrs.—— at Kalamazoo."

"The bulbs arrived safely and are a pleasure to see. You certainly produce a high grade bulb in your soil. I enclose postage as the prices are low enough without your paying transportation."

A. C. F. Maine.

"I enclose New York draft to cover your invoice and I wish to thank you very kindly for the very nice bulbs you sent me."

From Director of great Canadian Horticultural Society.

"I consider that Marshal Foch is one of the finest creations. I will give a high recommend in the new edition of my book. Please enter my order for 50 bulbs."

R. M. C. Noted author and grower.

Ed. Howe Visits Elmwood Terrace Gardens

The famous Ed Howe, founder of The Atchison Globe, author of widely read books and "Ed Howe's Monthly", writes in his "Impressions of New England", published by the Boston Herald:

"Another impression was, that New England is particularly favorable for the production of gladioli. One day we called at a home in Bennington, Vt. Our host said Mrs. Hawks, living next door, was packing an exhibit of gladioli to take to an exhibition in Canada, and that while she was exceedingly busy, possibly we could see it. So we went over, and saw a sight I shall long remember; hundreds of gladioli of different colors, and of great size and perfection. I was told that the lady began raising the flowers as an amusement, and had drifted into a very profitable business; that people all over the country sent to her for bulbs; that she has certain varieties as rare as a manuscript by Homer. It seems there are gladioli enthusiasts everywhere; one paid \$2,000 for 14 bulbs. A good many of these make journeys to Bennington to see a very remarkable collection. Later I heard of the result of the exhibition in Canada; Mrs. Hawks made 24 entries, and took 24 prizes; I saw the notable collection as one of the brief but delightful incidents of my trip."

Champion Bulbs

Scores of instances of show winnings by other growers of Elmwood Terrace Gladioli are in our records.

There was the Barrie, Canada, Horticultural Society exhibition, where Bert Marwood, with blooms from our bulbs, captured the Challenge Cup for Special Display—and where Walter Patterson, from three Elmwood Terrace bulbs, grew the Marshal Foch which won the first award in the class calling for the best of all spikes.

